

IN THE CLAIMS:

Please amend the claims as follows:

Claims 1-23 (Canceled)

Claims 24-29 (Canceled)

Claim 30 (Previously Presented) A method for managing corporate objectives in a multi-dimensional matrix, comprising the steps of:

storing on four axes simultaneously an initial target, including at least a sales goal and an action plan, in a database in the form of a multi-dimensional matrix consisting of four inter-related axes of a product, a territory, an application and an account, wherein each of the four axes communicate both horizontally and vertically with each of the other axes;

prompting to input an actual performance including actual money or volume of sales performance and actual sales activities corresponding to said initial target for a predetermined term until predetermined due date by using a local and/or remote terminal;

receiving said actual performance;

storing said received actual performance in the database on four axes simultaneously;

managing an achievement of the target by reading said initial target and said actual performance and arbitrarily selecting any one or more from said four axes simultaneously;
and

displaying a table of said initial target and/or said actual performance along the arbitrarily and simultaneously selected axis or axes on the local and/or remote terminal, wherein said initial target is ranked and sorted by value of the initial target.

Claim 31 (Previously Presented) A method for managing corporate objectives in a multi-dimensional matrix, comprising the steps of:

storing on four axes simultaneously an initial target, including at least a sales goal and an action plan, in a database in the form of a multi-dimensional matrix consisting of four inter-related axes of a product, a territory, an application and an account, wherein each of the four axes communicate both horizontally and vertically with each of the other axes;

prompting to input an actual performance including actual money or volume of sales performance and actual sales activities corresponding to said initial target for a predetermined term until predetermined due date by using a local and/or remote terminal;

receiving said actual performance;

storing said received actual performance in the database on four axes simultaneously;

managing an achievement of the target by reading said initial target and said actual performance and arbitrarily selecting any one or more from said four axes simultaneously;

displaying a table of said initial target and/or said actual performance along the arbitrarily and simultaneously selected axis or axes on the local and/or remote terminal, wherein said initial target is ranked and sorted by value of the initial target; and

managing a sales achievement by comparing said initial target with said actual performance corresponding to said initial target and based on this comparison sorting said

initial target and/or said actual performance, sorted by at least one threshold having at least one step, and displaying them on the local or remote terminal.

Claim 32 (Previously Presented) The method according to claim 31, further comprising the step of managing a sales achievement further comprises; changing a display style of said initial target and/or said actual performance based on said comparison and displaying them on the local and/or remote terminal.

Claim 33 (Previously Presented) The method according to claim 30, wherein said actual performance further comprises a progress code, expressing progress status, including at least 'on the schedule', 'behind the schedule' and 'completed', and the method further comprises managing progress by displaying the said actual performance based on the said progress code and/or any one of said four axes on the local and/or remote terminal.

Claim 34 (Previously Presented) The method according to claim 30, further comprising altering said initial target based on said actual performance and/or business trend.

Claim 35 (Previously Presented) The method according to claim 33, further comprising altering said initial target based on said actual performance and/or business trend.